

VZCZCXRO7594  
PP RUEHFK RUEHKS RUEHNH  
DE RUEHKO #2887 2902258  
ZNR UUUUU ZZH  
P 162258Z OCT 08  
FM AMEMBASSY TOKYO  
TO RUEHC/SECSTATE WASHDC PRIORITY 7990  
INFO RUEHRL/AMEMBASSY BERLIN PRIORITY 1515  
RUEHLO/AMEMBASSY LONDON PRIORITY 2212  
RUEHFR/AMEMBASSY PARIS PRIORITY 6292  
RUEHFK/AMCONSUL FUKUOKA PRIORITY 0416  
RUEHNH/AMCONSUL NAHA PRIORITY 2769  
RUEHOK/AMCONSUL OSAKA KOBE PRIORITY 4162  
RUEHKS/AMCONSUL SAPPORO PRIORITY 0989  
RUEHBS/USEU BRUSSELS PRIORITY  
RULSDMK/DEPT OF TRANSPORTATION WASHINGTON DC PRIORITY  
RUCPDO/DEPT OF COMMERCE WASHINGTON DC PRIORITY

UNCLAS TOKYO 002887

SENSITIVE  
SIPDIS

FOR EAP/J AND EEB/CBA  
STATE PASS USTR FOR AUSTR WENDY CUTLER AND MICHAEL BEEMAN  
DOT FOR GRETCH  
USDOC FOR 3132/USFCS/ADESSARRAN AND ADVOCACY CENTER/LARRY  
NAVIN

E.O. 12958: N/A  
TAGS: [EAIR](#) [ETRD](#) [ECON](#) [PREL](#) [JP](#)  
SUBJECT: GOJ OFFICIALS AGREE CIVIL AIRCRAFT SALES MUST BE  
MADE ON A COMMERCIAL BASIS

REF: TOKYO 2056

SENSITIVE BUT UNCLASSIFIED. CONTAINS PROPRIETARY INFORMATION.

1. (SBU) Senior MOFA and METI officials said the GOJ agrees ANA should decide between the Airbus A-380 and Boeing's 747-8 on the basis of commercial considerations. METI and MOFA officials confirmed Airbus and the French government has been weighing in to support Airbus in the potential RFP. EMIN raised concerns about the EU's advocacy efforts during Assistant U.S. Trade Representative Wendy Cutler's October 13-14 meetings with MOFA Director General for Economic Affairs Yoichi Otabe and METI Director General for Trade Policy Hideichi Okada. Okada noted recent media reports that claim ANA will purchase the Airbus A-380 are inaccurate and stated ANA's decision should remain a private one. Otabe said he had earlier agreed to convey the French government's request on Airbus' behalf to the Prime Minister's Office, but had also told them the GOJ is unable to provide any further assistance.

2. (SBU) Boeing Japan President Nicole Piasecki told EMIN October 15 MOFA officials had telephoned her a few weeks ago to complain the EU was "ratcheting up the pressure" and making "threats" that ANA must buy A-380 aircraft. She said Boeing had raised the assertion of EU pressure with ANA, but airline executives said the company is not under pressure from the EU to purchase Airbus planes; She added ANA was unlikely to say otherwise for commercial reasons. Piasecki conceded Boeing might not be able to win the ANA deal on price, but is working on its media message to highlight the energy savings, environmental aspects, and other pluses for the 747-8. ANA is expected to make a decision the third week of November.  
SCHIEFFER